



# State of New Jersey

DEPARTMENT OF THE TREASURY

DIVISION OF PURCHASE AND PROPERTY

PURCHASE BUREAU

P.O. BOX 230

TRENTON, NEW JERSEY 08625-0230

JON S. CORZINE  
*Governor*

R. DAVID ROUSSEAU  
*State Treasurer*

## AMENDMENT #12 T-437C

### SOLICITATION #07-X-37986 PRODUCT SUBSTITUTIONS FOR: IKON / RICOH / XEROX

TO: All State Using Agencies and Cooperative Purchasing Partners

DATE: 11/16/09

FROM: Alan Krupa, Senior Buyer  
Purchase Bureau

SUBJECT: Digital Color Copiers and Color copier/Printers – Cost Per Copy

ORIGINAL

CONTRACT PERIOD: 03/01/07 – 02/28/09 – 2 YEARS

1<sup>ST</sup> EXTENSION: 03/01/09 – 06/30/09 – 4 MONTHS

2<sup>ND</sup> EXTENSION: 07/01/09 – 12/31/09 - 6 MONTHS

Please be advised that the product substitutions listed on the following pages for:

Ikon, Contract	A68057
Xerox, Contract	A68053
Lanier Worldwide Inc. /	
Ricoh Americas Corporation	A68060

have been approved.

Please keep this amendment with your Notice of Award for future reference.

**T437C-12 - 11/16/09 - Product Substitutions**

**IKON      Contract      #      A68057      Discontinued**  
**Models/Replacements:**

<b>Category # A</b>	<b>Previous Model</b>	<b>Replacement Model</b>	<b>Pricing - No changes</b>
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Band # 3	Ricoh MP C2500	Ricoh MP C2550	
Band # 4	Ricoh MP C3500	Ricoh MP C4000	
Band # 4a	Ricoh MP C4500	Ricoh MP C5000	
Band # 5	Ricoh 3260C	Ricoh MP C6000	
Band # 5a	IKON CPP550	No replacement	
Band # 6	Ricoh 5560	Ricoh MP C7500	
Band # 7	IKON CPP650	No replacement	

<b>Category # B</b>	<b>Previous Model</b>	<b>Replacement Model</b>	<b>Pricing - No changes</b>
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Band # 3	Ricoh MP C3000	Ricoh MP C3300	
Band # 5	Ricoh 3260C	Ricoh MP C6000	
Band # 5	IKON BP550	No replacement	
Band # 6	Ricoh 5560	Ricoh MP C7500	
Band # 7	IKON BP650	No replacement	

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**T437C-12 - 11/16/09 - Product Substitutions**

**Xerox Contract # A68053 Discontinued Models/Replacements:**

The Xerox 7328, 7335 and 7345 will no longer be produced and will be replaced by the Xerox 7428, 7435 and 7346. These new Xerox devices are more robust than the current offerings, exceed contract requirements and offer our state customers price points that are more favorable than current offerings.

**Replacements summary:**

**Category A – Walk Up Color Copiers**

Band	Current Unit	Base Charge	Replacement Unit	Base Charge
3	WC 7328P	\$208.48	WC 7428P	\$202.31
3	WC 7335P	\$231.78	WCP 7438P	\$225.61
4	WC 7345P	\$247.92	WC 7346P	\$241.75

**Category B – Color Copiers / Printers**

Band	Current Unit	Base Charge	Replacement Unit	Base Charge
3	WC 7328P	\$208.48	WC 7428P	\$202.31
3	WC 7335P	\$231.78	WCP 7438P	\$225.61
4	WC 7345P	\$247.92	WC 7346P	\$241.75

Attached are complete price schedules for each machine as well as product information. These new replacement products are available for immediate installation.

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**T437C-12 - 11/16/09 - Product Substitutions**

**Lanier Worldwide / Ricoh Contract #A68060 Discontinued Models/Replacements:**

Lanier Worldwide is providing the following product substitution on contract T437C. Lanier has discontinued the LD160C and has replaced it with the new LD260C. All pricing has remained the same.

**Current Pricing:**

LD160C Category B Band 5 \$445.27

LD160C Category B Band 5 (2) \$482.56

**Proposed Pricing:**

LD260C Category B Band 5 \$445.27

LD260C Category B Band 5 (2) \$482.56

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**Lanier Worldwide / Ricoh Contract #A68060 Discontinued Models/Replacements:**

Lanier is providing the following product substitution on contract t437C. Lanier has discontinued the LD425C, LD430C, LD445C, LD435C and has replaced it with the new LD528C, LD533C, LD550C and LD540C. All pricing has remained the same.

**Current Pricing:**

LD 425C Category B Band 1 \$148.84

LD 425C Category B Band 1 (2) \$162.89

LD 425C Category B Band 2 \$151.50

LD 425C Category B Band 2 (2) \$161.81

LD 425C Category B Band 3 \$164.82

LD 430C Category B Band 3 (2) \$189.15

LD 445C Category B Band 4 \$241.74

LD 435C Category B Band 4 (2) \$205.87

**Proposed Pricing:**

LD 528C Category B Band 1 \$148.84

LD 528C Category B Band 1 (2) \$162.89

LD 528C Category B Band 2 \$151.50

LD 528C Category B Band 2 (2) \$161.81

LD 528C Category B Band 3 \$164.82

LD 533C Category B Band 3 (2) \$189.15

LD 550C Category B Band 4 \$241.74

LD 540C Category B Band 4 (2) \$205.87

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